#### 2011 Military Health System Conference

### Getting Enrollment Right: Perspectives From MHS Health Care Systems

The Quadruple Aim: Working Together, Achieving Success
CAPT Maureen Padden MD MPH FAAFP
24 January 2011







Navy Medicine

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**Report Documentation Page** 

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#### **Getting enrollment right**



- Define enrollment and discuss its historical use in primary care
- Compare and contrast enrollment in the Patient Centered Medical Home (PCMH)
- Explore the impact on quality and cost if we don't get enrollment "right"
- Consider one basic approach to enrollment in search of improving access and performance

#### **Enrollment and primary care**



- Enrollment versus empanelment
- HA policy 99-033 (Dec 99) "PCM by name"
- HA policy 09-015 (Sep 09) "PCMH policy"
- Why enroll?
  - Accountability and tracking
  - Improve health outcomes through continuity
  - Improve satisfaction: patients <u>and</u> providers
  - To achieve access/continuity success—panel size must match demand against availability

#### Why define a panel?



- Patient satisfaction
- Predicts workload for each provider on team
- Predicts demand for services (not just visits)
- Helps in evaluating provider performance against peers
- Proper planning should improve continuity leading to improved health outcomes

#### **Enrollment in the medical home**



- PCMH evolves large "clinic" to micro-practices
- Adjustments for other duties outside face to face continuity practice
- Successful planning will have impact on:
  - PCMBN continuity
  - Team continuity
  - ER utilization and other leaks of primary care
  - Performance on quality metrics
  - Patient satisfaction

#### **Enrollment in the medical home**



- Setting the "number" isn't the entire solution
- Establishing accountability and business rules is equally important
  - Asynchronous messaging / T-cons
  - E-visits
  - Nurse and team based care
- Measuring performance and providing feedback to providers is critical

#### The Quadruple Aim



#### Readiness

Ensuring that the total military force is medically ready to deploy and that the medical force is ready to deliver health care anytime, anywhere in support of the full range of military operations, including humanitarian missions.

#### Experience of Care

Providing a care experience that is patient and family centered, compassionate, convenient, equitable, safe and always of the highest quality.



#### Population Health

Reducing the generators of ill health by encouraging healthy behaviors and decreasing the likelihood of illness through focused prevention and the development of increased resilience.

#### **Per Capita Cost**

Creating value by focusing on quality, eliminating waste, and reducing unwarranted variation; considering the total cost of care over time, not just the cost of an individual health care activity.

#### Impact on Quadruple Aim



- Enrollment correlates with continuity
- Sustained continuity of care has been shown to improve health outcomes:
  - Increasing provision of preventive services
  - Improving outcomes in chronic diseases such as diabetes and asthma
  - Decreasing hospitalizations and emergency room utilization

SOR B: Does continuity of care improve patient outcomes? Cabana J, Lee S. Journal of Family Practice. 2004: Vol. 53, No. 12

#### Impact on Quadruple Aim



- Continuity of care correlates with patient satisfaction
- Patients satisfaction with care predicts:
  - Choice of healthcare plan
  - Compliance with prescribed regimens
  - Improved outcomes
- IOM report on primary care
  - "Sustained partnership" is important



## Outcomes of Implementing Patient-Centered Medical Home Interventions: A Review of the Evidence From Prospective Evaluation Studies in the United States Updated November 16, 2010 Kevin Grumbach, MD, Paul Grundy, MD, MPH

#### Evidence continues to mount.....



- Group Health, Geisenger, VA, Blue Cross
   Blue Shield, Medicaid (NC, CO) and others...
  - Decreased PMPM
  - Decreased ER utilization
  - Decreased admissions
  - Improved quality metrics
  - Improved customer satisfaction (patients and staff)



## Building a Successful Enrollment Capacity Model

#### Information to gather



- What is the current enrollment?
- Provider staffing and specialty mix?
- What will micro-practices (teams) look like?
- What duties interrupt continuity practice?
- Examine clinic templates; available time
- Historical demand for care from patients
- Case mix of patients?
- Chronic disease burden
- Special populations (OB, infant, must-sees)

#### Step 1: Determine the C-FTE



- Determine each providers clinical full time equivalent (c-FTE)
- Enrollment for 1.0 FTE in Navy = 1100-1300
- 1.0 FTE is full time provider seeing clinic each day no other duties
- Others will need deductions based on time away from continuity practice
- Graduate Medical Education enrollment capacity models include added complexities

#### Deductions to be considered



15

- Inpatient duties
- In house call
- Procedure clinics
- Director or Department Head
- Hospital committees or other major administrative assignments
- Specialty Leader
- AHLTA or Essentris champion

#### Provider example



#### Doctor Smith

- Family Physician
- 1 of 10 providers that covers inpatient
- Call 1:10 nights (phone)
- Procedures one half day week
- Department Head

Deduction	1.0 FTE					
Dept Head	- 0.3					
Inpatient	- 0.1					
Call	- 0.0					
Procedures	- 0.1					
C-FTE=	0.5					

C-FTE should correlate to enrollment

#### Step 2: Determine panel size/demand

#### **Panel Size:**

0.5 c-FTE X 1100/FTE =

550 patients

#### Capacity / demand:

Average demand = 4 visits per year

550 X 4 visits =

**2200 visits** 



## Will Doctor Smith be able to support his patient's demands?

How can you determine?

#### Step 3: Check availability vs demand



#### **Availability:**

- Five ½ days of clinic per week on average (0.5 c-FTE)
- 3 appointments / hr
- 4 bookable hrs
- 44 weeks available
  - 4 weeks vacation
  - 2 weeks TAD/CME
  - 2 weeks Holidays/Other

#### **Anticipated capacity:**

44 weeks X 5 half days X 12 appointment slots =

#### **2640 slots**

Dr Smith should be able to handle a panel of 550, perhaps more!

#### But what if.....



- Only 2 appointments per hour?
  - Capacity then 1760!
- Historical demand is 6 visits per year?
  - Demand then 3300 visits!
- Provider practices vary?
  - Follow ups
  - Use of secure messaging
  - Team based practice and demand management

#### **Building the team...**



Provider	Deductions	C-FTE	1100 / FTE	1200 / FTE	1300 / FTE
Dr Smith	0.3 DH; 0.1 IP; 0.1 PR	0.5	550	600	650
Dr Evans	0.1 IP; 0.1 PR; 0.1 AC; 0.1 TL	0.6	660	720	780
FNP Rogers	None	1.0	1100	1200	1300
PA Willow	None	1.0	1100	1200	1300
		3.1	3410	3720	4030

DH=Department Head; IP=Inpatient coverage;

PR= procedures; AC=AHLTA champion; TL: Team leader

#### **Enrollment adjustments**



- If your current enrollment is:
  - Higher than enrollment capacity model
    - Amortize proportionally across panels
    - Open up enrollment if backlog cleared
  - Lower than enrollment capacity model
    - Close enrollment
    - Allow drift down
    - Consider additional hires if space, staff
    - Move to another Medical Home or Clinic?

#### For example



- Practice of 10 providers
- C-FTE = 8.7 after deductions = 9,570 enrollment capacity at 1,100 / FTE level
- Current enrollment:
  - 6,000 Tricare prime enrollees
  - 4,000 must sees (students)
- The practice is currently over enrolled by 430
- Close enrollment and hold. Amortize surplus across all providers based on their c-FTE

#### Same practice....



- Recall that the enrollment capacity is 9,570
- Change current enrollment to:
  - -3,500 Tricare prime
  - -5,000 must sees (students)
- Under enrolled by 1,170 (12%)
- Fill each panel to roughly 88% of capacity
- Ensure enrollment is open
- Consider incremental openings to optimize enrollment across ALL panels





## Common Pitfalls Affecting Success



"MUST SEES" INCLUDING STUDENTS, FOREIGN NATIONALS, ETC MUST BE **INCLUDED IN ENROLLMENT CAPACITY MODELS TO** SUCCEED AT ACCESS AND **CONTINUITY!** 



#### ANALYZE HOW MANY NON ENROLLED PATIENTS YOU ARE SEEING THAT YOU SHOULD NOT BE (STD, NETWORK) AND CONSIDER ENROLLING THEM



# HIRING OCO BACKFILLS TO COVER DEPLOYED PERSONNEL AND THEN ENROLLING PATIENTS TO THEM.....USE THEM LIKE LOCUM TENEMS COVERAGE



#### **ENROLLING PCM'S AT ONE** SITE TO THEIR MAXIMUM **AVAILABILITY THEN USING** THEM AT MULTIPLE CLINICS IN LOCAL AREA ALTERING THEIR AVAILABILITY TO CONTINUITY PRACTICE

#### Final Step: Execute!



- Planning versus execution
- Confounding variables to be addressed:
  - Age and gender mix
  - Chronic Disease burden
  - Special populations (OB, infants)
  - Does actual practice = model assumptions?
  - Business rules
  - Team based practice?
  - Provider behaviors?

#### **2011 Military Health System Conference**

#### Getting Enrollment Right

The Quadruple Aim: Working Together, Achieving Success

COL (RET.) Ken Canestrini, MSC, USA 25 January 2011







Department of the Army Medical Department



## ARMY FAMILY COVENANT: Keeping the Promise



We are committed to improving Family readiness by:

- Standardizing and funding existing Family programs and services
- Increasing accessibility and quality of healthcare
- Improving Soldier and Family housing
- Ensuring excellence in schools, youth services, and child care
- Expanding education and employment opportunities for Family members

#### Reality is?



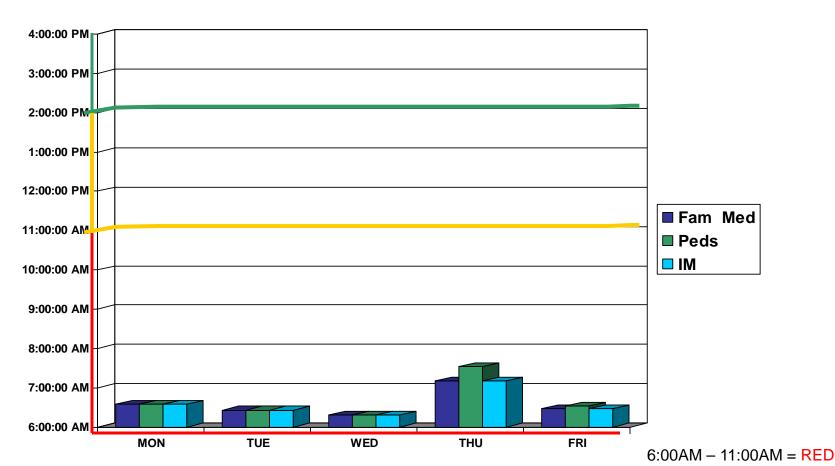
- TSG Blog comments:
  - Access is horrible
  - Access at MTFs seems to be getting worse
  - Told that the books are full/closed and she should just keep calling back

But.....

 August 2008 Army has 900K additional Enrollment Capacity

#### FHC 14-18 JAN 08 Access to Care Status: RED





11:00AM - 14:00PM = AMBER

14:00PM - 17:00PM = GREEN

#### **Elements for Improving Access to Care**



"Right Provider, Right Time, Right Venue"

- MTF capacity aligned with number of beneficiaries
- Provider availability
- Beneficiary understanding of how to obtain access
- Reduce friction at key points of access:

Phone Service

Online Appointment

Follow-up Appointment

- Clinic schedule management
- Accounting for all patients requesting access to primary care
- Civilian network
- Leveraging technology
- Command oversight

## **Enroll to MTF's Capacity**



Issue: Over-enrollment reduces access

Goal/Objective: Enrollment to be within 5% of MTF capacity

#### **Metric/Milestones:**

Establish minimum baselines for PCM panel sizes

Conduct assessment of MTF capacity (Nov-Dec 08)

28 PCMs Teams approved for 12 MTFs (Dec 08)
 (\$12 million)

## **Provider Availability**



Issue: Appointments to meet demand

Goal/Objective: Require minimum PCM availability

#### **Metric/Milestones:**

Military PCM: 213 workdays (6 hrs of Clinic)\*

Civilian PCM: 218 workdays (6.5 hrs of clinic)

Contract PCM: 240 workdays (7 hrs of clinic)

# PCM Panels Vary .... That's OK



CLINIC	# ENROLLED	# of PCMs	PANEL RANGES
QU	17K	15 PCMs	(800 – 1,387)
RA	10K	10 PCMs	(450 – 1,270)
BB	17K	17 PCMs	(551 – 1,380)
ABCD	30K	60 PCMs	(62 – 1,114)
PCM's Available Clinical Support Staff	Time Utilization Rate of Clinic Design/Infr		that make up panel)

# MEDCOM'S AUTOMATED STAFFING ASSESSMENT MODEL (ASAM)



- How do we get to the correct Provider Ratio?
- Although 1,178 was the "golden" number many do not know why
- 2,080 hours in a work year = 260 work days (no leave or TDY, etc.)
- Minus 30 (non-weekend) days of leave (six work weeks lost)
- Minus 5 days CME, 5 days MilTrng, and 5 days of general admin (15 days)
- 215 work days (military)
- 7.5 work hours per day in clinic and 0.5 hours in "admin"
- 20 minute appointments, generates roughly 22.5 visits per day
- Old standard (not wrong, things are changing) of 4.1 visits annual Utilization Rate
- 215 days X 22.5 visits/day = 4,837 visits ... Divided by 4.1 UR = 1,179

### **ASAM: Family Medicine Military Physician**



				Work Days	
20 Min Appts	X	7.5 hrs	=	22.5 App	ts per Day
22.5 Appts	X	215	=	4837.5 An	nual
4837.5	÷	4.1	=	1178 Enroll	ment
					1
				Utilization Rate	

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### **Clinic Time Drives Panel Size**



POSSIBLE WORK DAYS	EXPECTED HOURS IN CLINIC			ANNUAL	HOURS	PAN	PANEL SIZE		
MILITARY		6		1,2	278	935	3,834 VISITS		
213	$\Diamond \Diamond$	4		852		623	2,556 VISITS		
213	$\langle \rangle$	2		4	26	312	1,278 VISITS		
CIVIL SERVICE		7		1,5	26	1,117	4,580 VISITS		
218	$\Diamond \Diamond$	6		1,3	80	957	3,924 VISITS		
210	$\langle \rangle$	5		1,0	90	798	3,292 VISITS		

CONTRACTOR

**240** 



7



1,680

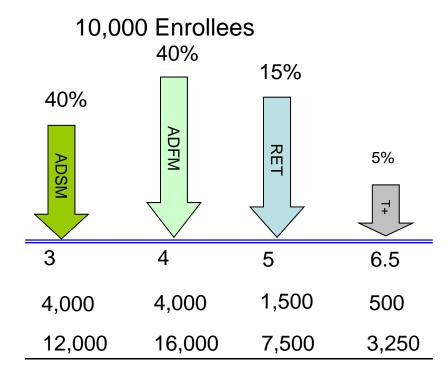
1,170

4,800 VISITS

# **PCM Enrollment / Availability**



### **Family Practice Clinic**



**Utilization Rates** 

# Enrollees

# Appointments

Total Appointments p/Yr

38,750

38,750 / 252 wk days = 154 appts per day

# Utilization Rates, Provider Type, and RVUs to Determine Panel Sizes

ι	Jtilization Rat	es (Visits/Year	)
4.1	3.9	3.7	3.5
	Pane	l Size	
025	002	1026	1005

Military Provider	RVU	Encounters/Day	Clinic Days/Year	Annual Encounters		Panel Size					
FP and FNP	2.2	18		3834	935	983	1036	1095			
PA, Flt Med, GMO	2	20		4217	1029	1081	1140	1205			
			213								
Pediatrics NP	2.66	15		3171	773	813	857	906			
Pediatrician	2.5	16		3374	823	865	912	964			
Internist	2.3	17		3667	894	940	991	1048			

RVU Standard = 39.6 RVU/Day

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## **Family Medicine Clinic Example**



38,750 / 252 wk days = 154 appts per day

- 154 / 21 apts = 8 (7.3) PCMs in clinic each day for 7 hrs
- 154/ 18 apts = 9 (8.5) PCMs in clinic each day for 6 hrs
- 154 / 14 apts = 11 (11) PCMs in clinic each day for 5 hrs
- 154/ 12 apts = 13 (12.8) PCMs in clinic each day for 4.3 hrs

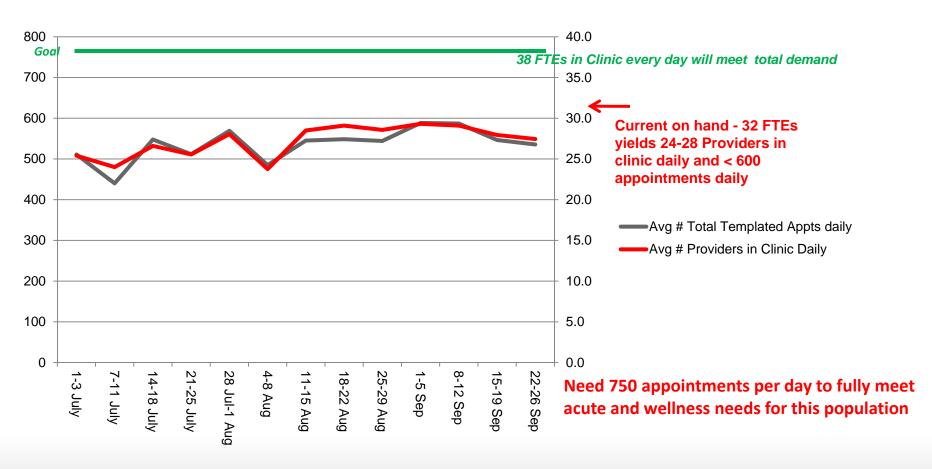


Decreasing Percentage of Time in Clinic requires more Providers to Meet Demand and Access Standards

# Are you checking?



#### ACCESS TO CARE – directly correlated with # of providers in clinic per day



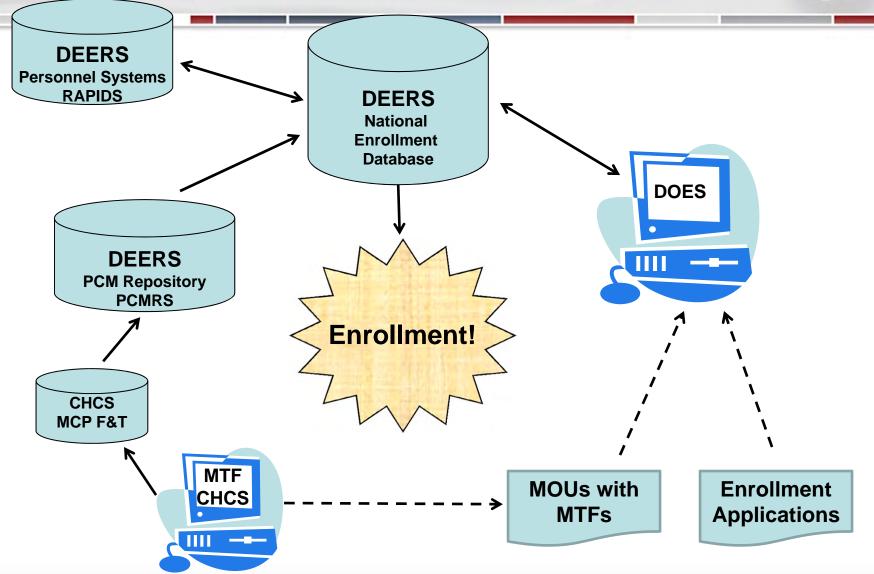
#### **DARNALL AMC-FT. HOOD** Total PC Encounters Oct09-Dec09 Oct08-Dec08 Oct09-Dec09 PC URs Oct08-Dec08 Oct08-Dec08 Oct09-Dec09 **Total Required** Total Enrollees 88,397 93,110 94,666 98,948 Prime 3.5 **Total Completed** 75,188 97,169 PC Provider FTEs 71.44 83.84 Tplus 6.44 6.44 Shortfall (210 per day) (-64 per day) (Target primary care encounters per beneficiary **Primary Care Encounters** Oct08-Dec08 & Oct09-Dec09 2500 2000 1761 1478 1500 1500 1403 1000 500 Sun Fri Tue Sun Tue Wed Sat FY 2009 FY 2010 Sum of Encounters -Sum of Daily PC Appts Needed -Sum of Daily PC Appts Possible based on FTEs

Completed Encounters = Competed encounters in Primary Care product line at all DMISes, minus: t-cons, inferred SADRs, BHA1 and BHA2. Data source: M2, pulled 8 Jan 10.

Required = ((Prime enrolled population \* Prime utilization rate) + (TPlus empanelled population \* TPlus utilization rate))+ current volume of Space A encounters-WTU credit. Data source: Enrollment Capacity Models: Mar 09 version(09\_03) and Dec 09 version(09\_12).

# **TOC** tool for empanelment check





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# Primary Care Manager (PCM) Capacity and Assignment Report



- Provides view of enrollee assignment
- Daily snapshot of data extracted CHCS Host Platform.
- The PCM assignment process affects clinic's ability to provide continuity of care to their patients.
- The panel assignment size and makeup must be constructed so that PCMs can see their own assigned patients.
- Improper distribution of enrollee assignment could result either in unequal workloads or a breakdown in continuity as patients are referred from the overloaded panel to open appointments with other PCMs.

#### http://mytoc.tma.osd.mil/businessobjects/enterprise115/desktoplaunch/InfoView/logon/logon.do - Windows Internet Explosion

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MHS Level View

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/ 1 BLANCHFIELD ACH-FT. CAMPBELL (0060) V

#### CHCS PCM CAPACITY AND ASSIGNMENT REPORT (1)

Command

Additional Reports

CHCS PCM By Region

Data as of 11/04/2010

Drill up to:

Current Path: Army, SRMC, BLANCHFIELD ACH-FT, CAMPBELL (0060)

Facility Level

Group Level

Clinic Level

These Values will be impacted by any unresolved NED PIT Disorepancies residing on a CHCS platform. To identify current NED PIT Disorepancies, please see the NED PIT Disorepancy Report. Assignment data will only (count) show for those beneficiaries who have successfully transmitted to the NED PATIENT file within CHCS. This information should NOT supersede the information provided by DMDC, as DERS is the system of record for all enrollment/saignment information.

as DEEMS is the sys	terri or record for a	in emoninemessaginne	ne mironination.								-			
NED Provider Group	Provider Maximum Capacity	Provider Assignment	Active Duty Capacity	Active Duty	AD Family Capacity	AD Family Assignment	Retiree Capacity	Retiree Assignments	Ret Family Capacity	Ret Family Assignments	Tricare Plus	Tricare Plus Count	Other Prime Capacity	Other Prime Count
N 115 TE ABA A	5995	5479	4985	102	5005	4445	4985		25.0		122			45
LUE TEAM A				192	5995			341	5995	451	4985	35	5995	15
LUE TEAM B	5656	5743	5656	207	5656	4867	5656	246	5656	392	5656	15	5656	16
LUE TEAM C	4975	4723	4975	167	4975	4154	4975	147	4975	231	4975	15	4975	9
LUE TEAM D	3109	3941	3109	136	3109	3482	3109	131	3109	179	3109	5	3109	8
OLD TEAM A	0	1533	0	11	0	46	0	657	0	561	0	248	0	10
OLD TEAM B	0	1366	0	13	0	19	0	578	0	515	0	231	0	10
ARRIOR CARE	1000	707	1000	707	0	0	0	0	0	0	0	0	0	0
HITE TEAM A	0	3244	0	88	0	2564	0	240	0	330	0	14	0	8
OUNG EAGLE	5985	7509	0	0	5985	7245	0	0	5985	262	0	0	5985	2
ANCHFIELD H-FT. MPBELL (0060	26720	34245	19725	1521	25720	26822	18725	2340	25720	2921	18725	563	25720	78
IMC	514856	469895	283185	181189	249045	185870	123074	34832	150104	48669	84416	17576	91596	1759
rmy	1566541	1445343	876176	558598	804880	595422	359348	91516	422120	126873	318042	68944	262793	3990

1. This tool should NOT be used as a metric for the MHS or its leadership, NOR is it intended to replace DEERS as the system of record. The intent is to provide MTF end-users with the ability to monitor capacities and assignments within CHCS, since there is an impact on the official source, DEERS. This report contains a daily snapshot of data from the NED Provider Group, which is extracted (a few minutes after midnight) from each CHCS Host Platform.

<sup>2</sup> The Brench of Caruina and Health Caruina Ranina relationshine are based on the master PMIC ID table downloaded from

#### http://mytoc.tma.osd.mil/businessobjects/enterprise115/desktoplaunch/InfoView/logon/logon.do - Windows Internet Explorer v 47 X le http://mytoc.tma.osd.mil/businessobjects/enterprise115/desktoplaunch/InfoView/logon/logon.do File Edit View Favorites Tools Help **☆** • # http://mytoc.tma.osd.mil/businesso... v 5 M 100% V H 4 > H 1 / 1 BLUE CLINIC (BGAB) CHCS PCM CAPACITY AND ASSIGNMENT REPORT (1) **Additional Reports** Current Path: Army, SRMC, BLANCHFIELD ACH-FT. CAMPBELL (0060), BLUE TEAM B, BLUE CLINIC (BGAB) CHCS PCM By Region Data as of 11/04/2010 These Values will be impacted by any unresolved NED PIT Discrepancies residing on a CHCS platform. To deterify current NED PIT Discrepancies, please see the NED PIT Discrepancy Report. Assignment date will only (count) show for those beneficiaries who have successfully transmitted to the NED PATIENT file within CHCS. This information should NOT supersede the information provided by DMDC, as DEERS is the system of record for all enrollment/ussignment information. MHS Level View Drill up to: Command Facility Level Group Level Clinic Level Ret Provider Provider Active AD AD Retiree Retiree Ret Tricare Tricare Other Prime Other Prime Active ider Family Maximum Assignment Family Family Capacity Assignments Family Plus Plus Count Duty Capacity Count Duty Capacity Assignment Capacity Assignments Capacity Capacity **GEORM** HESSMEL **JOHAA PATELJ** VAIRIS WORKBAR BLUE CLINIC (BGAB) **BLUE TEAM B** BLANCHFIELD ACH-FT. CAMPBELL (0060) SRMC Army

1. This tool should NOT be used as a matrin for the MHS or its leadership. NOP is it intended to replace DEEPS as the system of record. The intend is to require the house with the shifty to manitor personities and sesignments within CHCS since there is an impact on the official source.

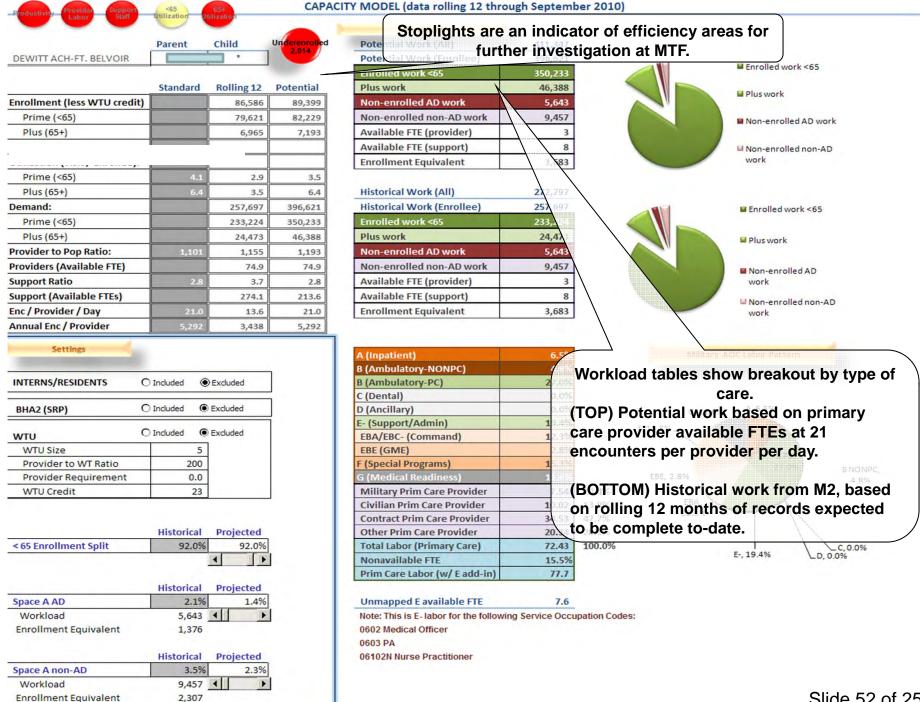
### **PCM Capacity and Assignment Report: JAN 2011**



COMMAND	CAPACITY	ASSIGNED
MHS	15,546,019	3,557,376
ARMY	1,523,404 *	1,440,793
ERMC	122,919	103,604
NRMC	414,036	405,544
PRMC	103,691	89,257
SRMC	506,374	473,658
WRMC	376,384	368,728

<sup>\*</sup> Total Army Capacity does not include an additional 400 Capacity at No Command included on the TOC Report

DATA SOURCE: TRICARE Operations Center (TOC) / REPORT: Primary Care Manager (PCM) Capacity and Assignment / DATE: As of 01/04/2011



# **Enrollment Capacity Model**



Reductivity Support Staff Utilization Utilization	CAPACITY MODEL (						
	Standard	Rolling 12	Potential	25,477	Enrolli	ment Capacity Model (	ECM)
Utilization (visit / enrollee):				0,995 8,177	PRIME	POP TO	
Prime (<65)	4.1	3.1	3.7	2,818	UTILIZATION RATE		SPPT STAFF RATIO
Plus (65+)	6.4	4.3	6.4	3,967 21,440	(Std = 4.1)	(Std =1,101) (Std = 21)	(Std = 2.8)
Demand:		357,937	390,995	7 19		■ Non-enrolled non-AD	
Prime (<65)		338,867	368,177	8,636		work	
Plus (65+)		19,070	22,818	3,344			
Provider to Pop Ratio:	1,101	1,531	1,215	8,867		■ Enrolled work <65	
Providers (Available FTE)		73.9	73.9	9,070 3,967		■ Plus work	
Support Ratio	2.8	4.8	2.8	21,440		■ Non-enrolled AD	
Support (Available FTEs)		353.8	210.5	7 19		work  Non-enrolled non-AD	
Enc / Provider / Day	21.0	19.2	21.0	8,636		work	
Annual Enc / Provider	5,292	4,845	5,292				
ZOTT WILLO COMETENCE						Slide 53 of	25

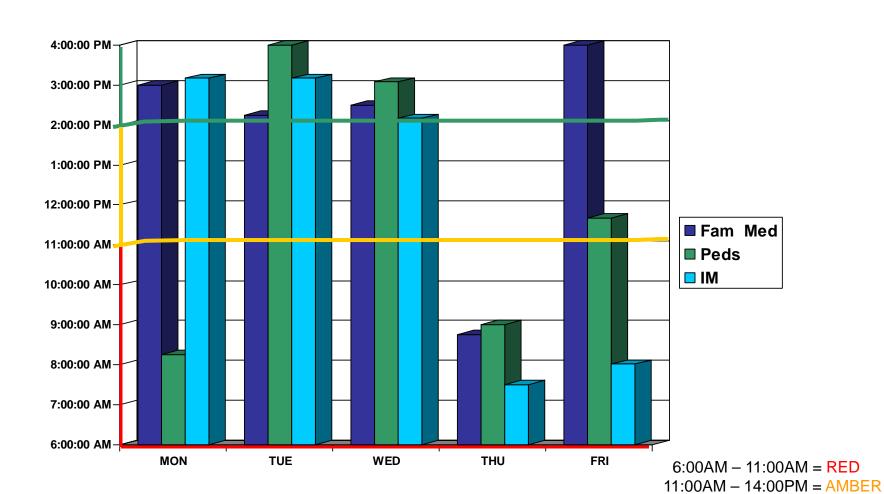


- Foundation for patients to have access and continuity with their PCM is when right provider, at the right time, and in the right place is enrollment process.
- Panel Size must be based on PCM's clinic availability
- Less time in clinic decreases continuity of care
- PCM Clinic time must match panel size, if less than required result is not enough access to meet demand.....
  - You are Over-enrolled and cannot meet access standards
- Balance requires continuous assessment

#### FHC 14-18 JAN 08 Access to Care Status: GREEN



14:00PM - 17:00PM = GREEN



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